

August 9, 2024

**National Stock Exchange of India Ltd**  
Exchange Plaza, 5th Floor  
Plot No: C/1, G Block  
Bandra Kurla Complex, Bandra (E)  
Mumbai – 400 051

Dear Sir/Madam,

**Sub: Submission of the fact sheet of the Company for the quarter ended 30<sup>th</sup> June 2024 under regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015.**

**Ref: NSE Symbol: MATRIMONY**

Pursuant to Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, please find enclosed the copy of the fact sheet of the Company for the quarter ended June 30, 2024.

The aforesaid information is also being hosted on the website of the Company viz., [www.matrimony.com](http://www.matrimony.com).

Submitted for your information and records.

Thanking you

Yours faithfully,

For **Matrimony.com Limited**

**Vijayanand Sankar**  
**Company Secretary & Compliance Officer**  
**ACS: 18951**  
**No.94, TVH Beliciaa Towers, Tower II, 5<sup>th</sup> Floor,**  
**MRC Nagar, Raja Annamalaipuram**  
**Chennai – 600028**

**Data Sheet**  
**Matrimony.com Ltd (Consolidated)**

**Key Financial Metrics (₹ million)**

Particulars	Q1 FY2023	Q2 FY2023	Q3 FY2023	Q4 FY2023	Q1 FY2024	Q2 FY2024	Q3 FY2024	Q4 FY2024	Q1 FY2025	Growth % QoQ	Growth % YoY	FY 23	FY 24	Growth % YoY
<b>Billings</b>	1,165	1,091	1,114	1,210	1,245	1,171	1,162	1,212	1,175	(3.1)%	(5.6)%	4,580	4,790	4.6%
Matchmaking Services	1,146	1,066	1,083	1,176	1,221	1,149	1,141	1,192	1,163	(2.5)%	(4.8)%	4,470	4,703	5.2%
Marriage Services	20	26	31	33	24	22	21	19	12	(38.3)%	(49.5)%	110	87	(21.1)%
<b>Revenue</b>	1,160	1,149	1,104	1,145	1,233	1,216	1,173	1,192	1,206	1.1%	(2.2)%	4,558	4,814	5.6%
Matchmaking Services	1,142	1,125	1,078	1,116	1,206	1,192	1,149	1,177	1,186	0.8%	(1.6)%	4,460	4,724	5.9%
Marriage Services	18	24	26	29	27	24	23	15	20	29.9%	(27.7)%	97	90	(7.7)%
<b>Deferred Revenue (As at end of)</b>	771	713	721	782	793	748	736	757	723	(4.5)%	(8.8)%	782	757	(3.1)%
Matchmaking Services	748	690	692	749	763	720	710	727	701	(3.6)%	(8.2)%	749	727	(2.9)%
Marriage Services	23	24	29	33	30	28	26	30	22	(26.2)%	(25.3)%	33	30	(8.9)%
<b>EBITDA - Segment</b>														
Matchmaking Services	268	259	192	236	291	254	218	224	269	19.5%	(7.7)%	955	987	3.3%
Margin (%)	23.5%	23.1%	17.8%	21.1%	24.1%	21.3%	18.9%	19.1%	22.6%			21.4%	20.9%	
Marriage Services	(34)	(33)	(31)	(32)	(31)	(27)	(21)	(24)	(22)			(130)	(103)	
Segment EBITDA (Total)	235	226	161	204	260	227	197	200	247	23.5%	(5.1)%	825	884	7.1%
Add: Unallocable Income (Refer note 1)	8	2	60	6	8	2	1	2	0			75	13	
Less: Unallocable Expenses	37	41	36	37	54	46	31	32	45			151	162	
<b>EBITDA - Enterprise (Refer note 1)</b>	205	187	185	173	214	183	167	170	202	18.9%	(5.7)%	749	734	(2.0)%
<b>EBITDA Margin (%)</b>	17.6%	16.3%	15.9%	15.0%	17.2%	15.1%	14.3%	14.2%	16.7%			16.2%	15.2%	
<b>Net Profit</b>	120	117	116	114	142	125	111	117	140	19.1%	(1.4)%	467	496	6.2%
<b>Net Profit Margin (%)</b>	10.2%	10.2%	10.0%	9.9%	11.4%	10.3%	9.5%	9.8%	11.6%			10.1%	10.3%	
<b>Diluted EPS (Rs.)</b>	5.2	5.2	5.2	5.1	6.4	5.6	5.0	5.3	6.3	19.1%	(1.4)%	20.7	22.3	7.4%
Marketing Expenses- Enterprise	444	453	461	465	442	473	464	488	479	(1.9)%	8.3%	1,823	1,868	2.5%
EBITDA (Enterprise) excluding Marketing	649	640	646	638	656	657	631	658	681	3.6%	3.7%	2,573	2,603	1.2%
Margin %	56%	56%	56%	55%	53%	54%	54%	55%	56%			56%	54%	
Marketing Expenses- Matchmaking	435	444	452	453	431	461	455	479	471	(1.6)%	9.4%	1,783	1,825	2.3%
EBITDA (Matchmaking) excluding Marketing	703	703	644	688	723	714	673	703	740	5.3%	2.4%	2,739	2,812	2.7%
Margin %	62%	63%	60%	62%	60%	60%	59%	60%	62%			61%	60%	

**Key Business Metrics**

As at end of/during	Q1 FY2023	Q2 FY2023	Q3 FY2023	Q4 FY2023	Q1 FY2024	Q2 FY2024	Q3 FY2024	Q4 FY2024	Q1 FY2025	Growth % QoQ	Growth % YoY	FY 23	FY 24	Growth % YoY
Paid Subscriptions (in mn)- during	0.25	0.24	0.24	0.26	0.28	0.26	0.26	0.27	0.26	(1.8)%	(5.6)%	0.99	1.07	8.0%
ATV (Rs.)	4,553	4,396	4,535	4,488	4,359	4,412	4,322	4,424	4,395	(0.7)%	0.8%	4,493	4,379	(2.5)%

Note: 1. Unallocable income and EBITDA - Enterprise for Q3 FY 2023 includes profit of Rs.58 mn on account of sale of land.  
2. Figures of the previous periods, wherever necessary, have been regrouped / reclassified to conform to the current periods' presentation.